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Defense Contract Management Agency

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# ***Single Process Initiative***

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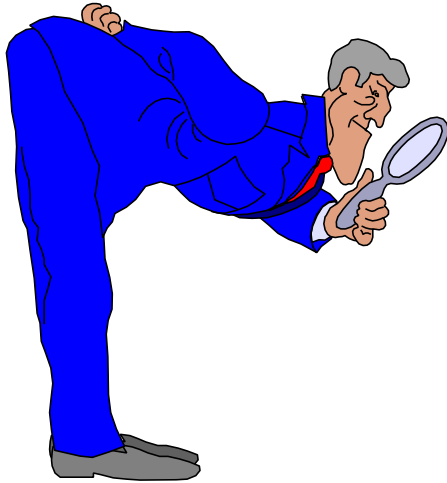
## ***Management Councils, Corporate Councils & Sector (Segment) Councils***

- **Bring All Stakeholders Together - Contractor, Major Customers, DCMC, DCAA**
- **Enhance Communications**
- **Facilitate and Coordinate Acquisition Reform Efforts**
- **Address and Resolve Performance Problems**

- Top Quality Senior Level People - Right Skills and Attitude
- Meets Often
- Maintains Consistent Membership
- Has an Agreed-to and Well-defined Charter
- Has a Well Organized Agenda
- Perseverance
- Advertises Successes

# Potential Topics For Discussion

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**In Addition to SPI , expanded Management Councils Today Address a Variety of Issues of Importance, Including:**

- Reducing Reviews - Better Risk Management
- Facilitating Supplier Management Efforts
- Invigorating VECF Submittals
- Improving Manufacturing and Business Processes

- Implement Earned Value Management Systems
- Promote Parametric Cost Estimating Techniques
- Address Undefined Contractual Actions
- Facilitate Timely Contract Closeout
- Facilitate Acquisition Pollution Prevention
- Any Issues That Are Important to Our Customers

# Need for Higher Level Councils

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- Defense Industry Undergoing Dramatic Changes
- Mergers, Acquisitions & Consolidations Resulting in Few Large Corporations
- Need Mechanism to Synergize Improvement Initiatives & Leverage Results Across Enterprise
- Corporate & Segment-Level Councils Offer One Method

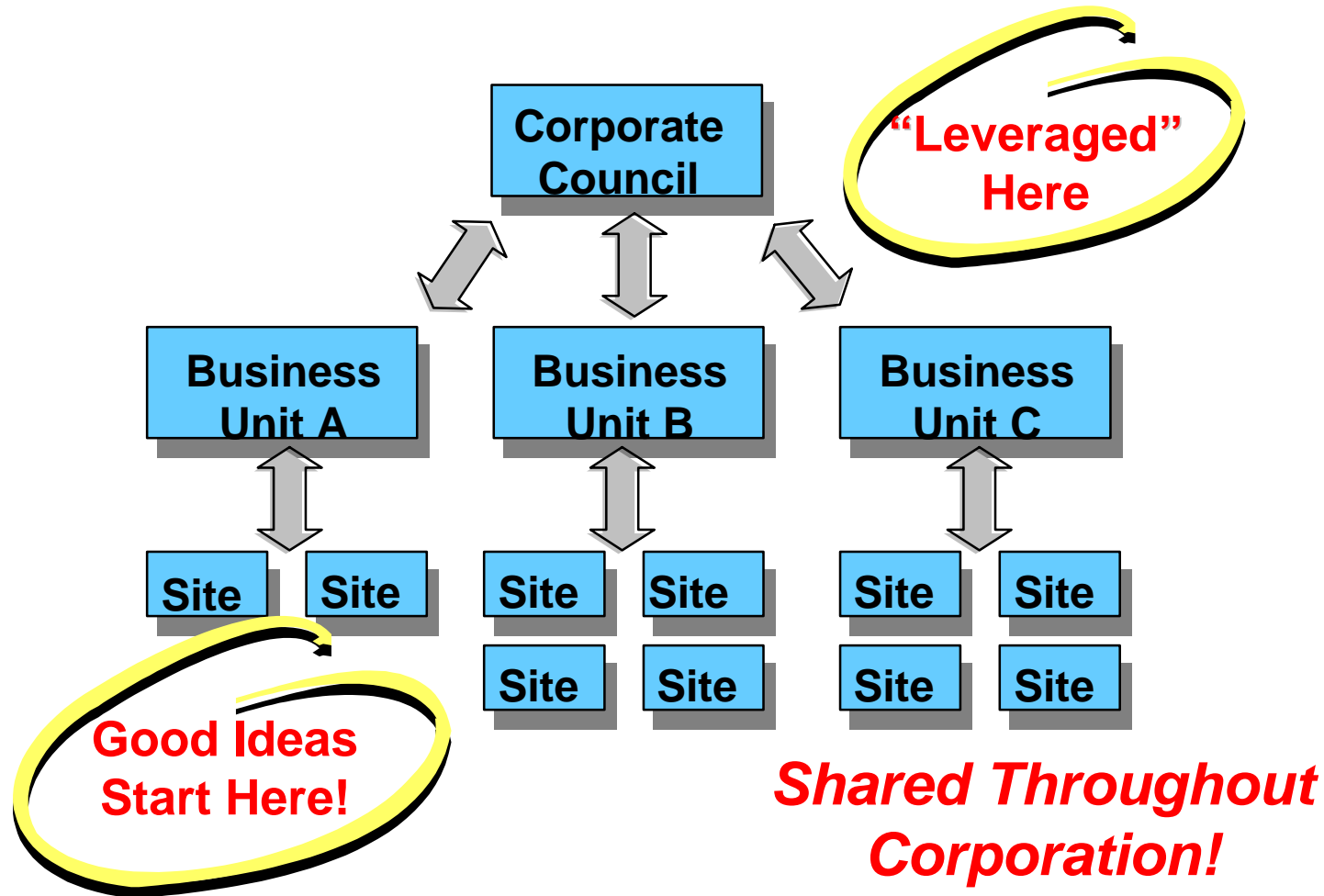
Corporate/Segment Councils must:

- Have Authority to Represent Corporation or Segment Across Two or More Business Areas/Profit Centers
- Meet Regularly
- Have Service CTL Representatives

- Policy Change Notice 98-231 Revised DLAD 5000.4 (One Book) to:
  - *Allow for Establishment of Management Councils at Levels Other Than Local Site Level*
  - *Provide Mechanism to Execute Block Change Modifications Across a Segment or Corporation*



# Corporate or Segment-Level Councils



**Boeing, Honeywell, Lockheed Martin, Northrop Grumman and Raytheon Using Corporate or Segment-Level Approach**

- Boeing - Joint Leadership Council
- Honeywell - Joint Corporate Council
- Lockheed Martin - Corporate Management Council
- Northrop Grumman - Corporate Joint Management Council
- Raytheon - Customer Council

- Strong Management Councils Provide Key Forums for Communication Among Customers, Contractors, DCMC, DCAA, but...
- Mechanism is needed to Share Strategic Vision and Good Ideas Corporate-Wide
- Corporate/Segment-Level Councils Offer a Way to ...
  - *Leverage Improvement Benefits*
  - *Maximize Impact on Total Ownership Cost*
  - *Identify/Remove Barriers Common to Many Sites*
  - *Increase Implementation Efficiency*

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